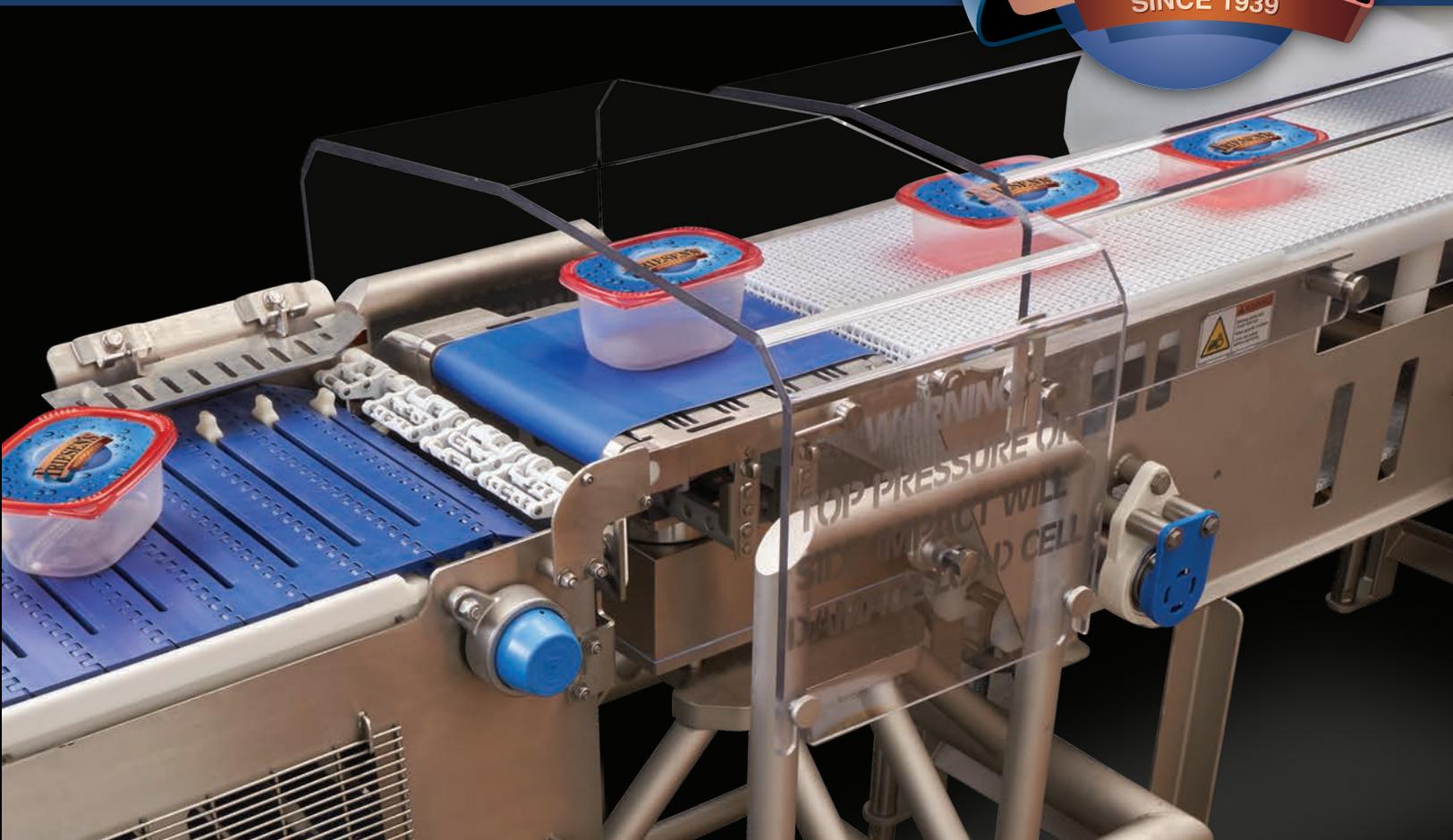


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Volume 7 | October 2021

SCALES EDITION





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Technology Spotlight:

FRIESEN'S IN-MOTION SCALES / CHECKWEIGHERS

Friesen's has a unique design capability with focus on custom controls, in house engineering as well as a build philosophy focused on a robust, hygienic, yet toolless design. This cosmic soup has created one of the most custom check weighers in the food industry. Near unlimited belt widths and lengths that are custom designed to fit the need of our customers and prospects with the understanding that a low maintenance solution is needed. This has lend itself to an electromagnetic design that automatically re-zeroes after every weigh. That's a lot of accuracy for a checkweigher that can hit speeds in excess of 200 pieces per minute. The solid stainless steel structure is sturdy to further encourage correct weights through minimal vibration.

Friesen's scales and check weighers are built from solid stainless steel and are NTEP certified to +/- 1 gram while executing at top speeds. The value to weighing multi lanes comes when you can weigh up to 8 lanes at one station instead of needing floor space for an 8:1 merger or similar. Additionally, when used in a larger system, such as a shuttle conveyor, can also be advantageous as being a key component in executing a total system solution. Additional value is in the washdown design and extensive custom controls options that can tie into labeling and real-time data download as well as feedback to upstream components such as stuffers,



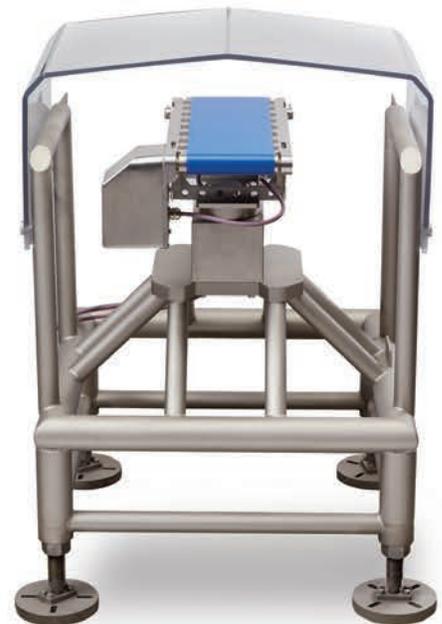
multi-head scales, slicers, and endless other equipment. The design of the equipment is built on four pillars including accuracy, dependability, sanitary design, and ease of operation. Hygienic Design is imperative to a low life cycle cost. These checkweighers are designed to be in the most abrasive wash down environments available in the food industry.

Friesen's is an accomplished engineering leader for hygienic design with a knack for developing simple solutions. Our controls team contributes to this simple design by making a truly intuitive interface. The menu is literally a 3D image of the checkweigher machine allowing obvious menus for quick training. Not to mention, the checkweigher has the same interface as all of Friesen's custom equipment which further allows for cross training between different departments within the factory. In today's world of high turnover, intuitive operator designs paired with commonality would be analogous to a 2 year old operating a Smart Phone. This would create more uptime which would allow for more profits in gaining additional throughput.

The true value of a checkweigher / scale is the brains of the controlling system. Friesen's open platform software is easy to use providing analytical data to offer the ability to find trends and key performance indicators that can be used to maximize the efficiency of your equipment, both upstream and downstream. In addition, Friesen's in-house controls provide a user-friendly system to manage maintenance procedures and real-time checks. This will make the scale easy to use, maintain, and provide reliable long term performance.

Integration is also an integral advantage to Friesen's controls that can be utilized for MES integration, OPC communication, as well as standard API communication. The information available for this integration includes data collection via Ethernet/Serial RS485 communication protocols, SQL, HTML, and CSV.

With the technologies included in the weight analysis platform, customers see increased yield performance via overall equipment efficiency for the entire line. Also, up times are improved with the maintenance support program



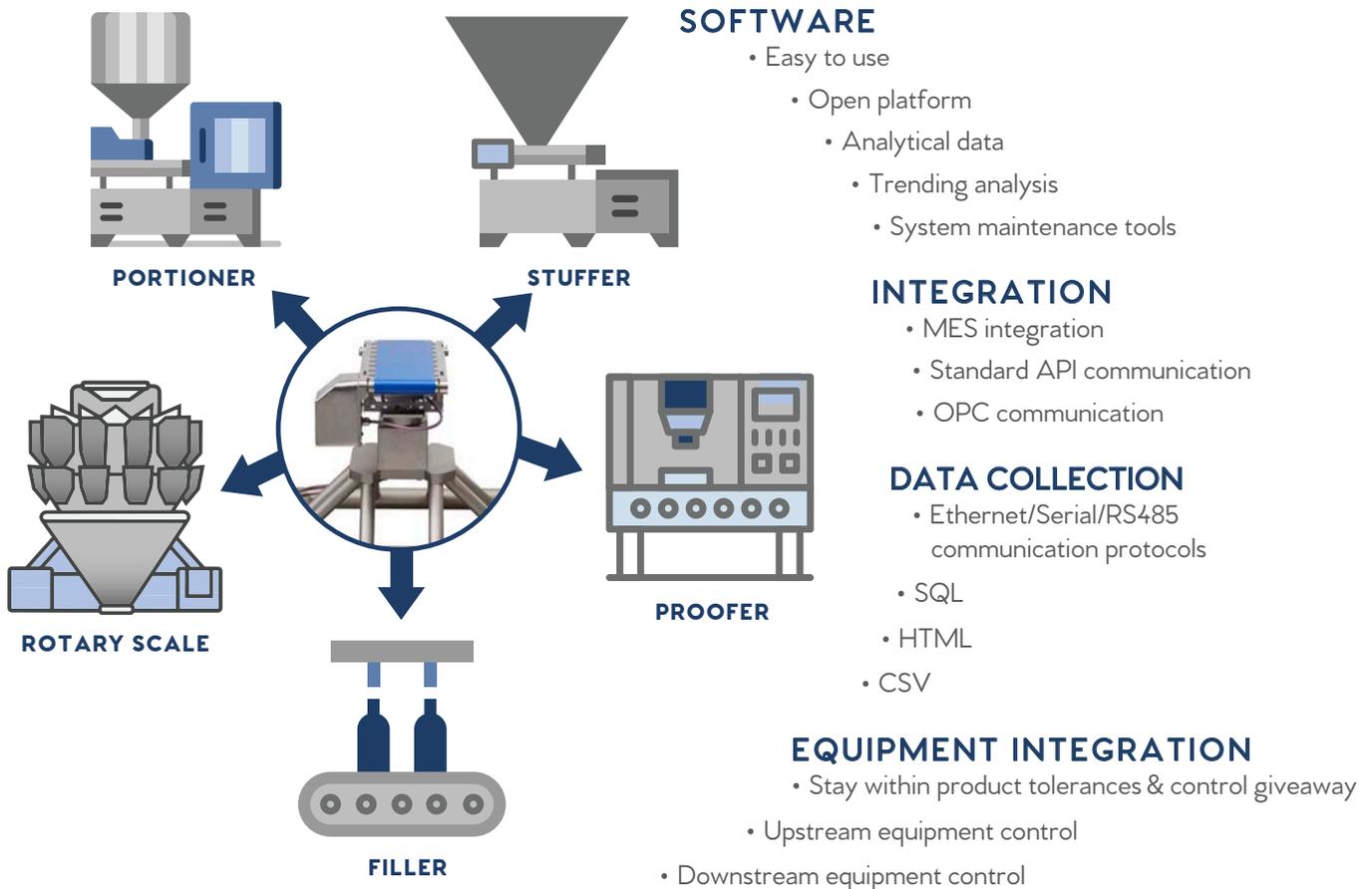
with predictive maintenance that will support additional uptime and optimized performance. The speed and accuracy contribute to less giveaway as attributed to both net weight and catchweight performances.

Friesen's In-Motion Scales / Checkweighers operate in five basic categories:

- Multi Lane Scales
- Case Weighing
- Check Weighing
- Weight Analysis
- Weigh Price Labelers

Friesen's Weigh Price Labelers are simple in design, yet can be customized for your exact space. This is not a catalog item and can even work with your favorite partners in labelling and printing. This system can synchronize with our controls platform for full recipe loading and quick startup procedures. Whether product or case, solutions are available for a fully integrated system.

For more information: <https://friesensinc.com/solutions/wpl-labeling/>



PROTEIN



BEVERAGES



BAKERY



SNACK FOODS



VEGETABLES



CHEMICAL



MAIL & LOGISTICS



COSMETICS

HIGH VOLUME SHREDDING

HIGH VOLUME SHREDDING FOR A “HAND-PULLED” LOOK

Pulled or shredded beef, pork, chicken and turkey continue to trend in terms of the value-added retail and foodservice markets. From Mexican style dishes to pizzas, sliders, sandwiches and stir fry recipes, shredded meats have gained traction not only domestically, but also in Australian and Japanese markets. Part of the appeal of pre-prepared pulled meats from a local retailer or restaurant stems from the fact that it can take up to eight hours to produce a tender pulled meat at home from scratch.



Continuous Operations Produces a Broad Variety of Cold & Hot Shredded Meat Products

In order for processors to keep up with demand for these value-added pulled products, most find it necessary to transition from the manual intensive labor of hand-pulling meats to automatic meat shredders capable of continuously producing up to 3,000 pounds per hour. Meat is not the only application that can be handled by high-volume meat shredders such as those offered by Marlen. Alternative proteins such as jackfruit, textured vegetable protein (TVP), and mushrooms are also commonly shredded products found in retailers and restaurants.



High Speed Fiber Pullers Separate Muscle Fibers for a High Quality “Hand-pulled” Look

Even with automatic shredding, the product’s appearance can be controlled, from fine to coarse shredded meats. Designed to minimize shear, a high speed fiber puller spindle separates the muscle fibers dropped into it by flights moving slowly with the machine’s drum. Various

spindle designs can be achieved for a consistent shredded look of fully cooked chilled meat and poultry products. The finished product results are extraordinarily similar to those pulled by hand so the decision to upgrade the shredding process is an easy one in terms of product consistency and labor savings.

How Automatic Shredders Work

Product is first fed to the shredder via a **custom conveyor from Friesen's** like that pictured here. An optional pre-breaker atop Marlen's automatic shredder first reduces large, cooked whole muscle product with connective tissue into smaller pieces. The product is then metered into the automatic shredder drum via a feed screw. Product is then sorted by flight configuration which allows smaller pieces to slide through, minimizing the number of times product is hit by the fiber puller spindle. Tumbling and shredding continue as long as product can be caught and lifted by the flights. Radial flights control the flow of product throughout the drum. Product is then discharged into uniform size depending upon the flight configuration and drum's angle during processing.



Automatic Shredding and Volumetric Filling Reduces Product Giveaway and Redeploys Labor

Processors also turn to Marlen for volumetric filling the shredded meats into various package formats such as trays or thermoformed packages. [Automatic filling](#) and shredding



eliminate intensive manual labor and are ideal for mid- to large-sized food processors who are seeking a premium finished product and accurate package weights. Both solutions allow labor to be redeployed to other areas in need throughout the plant.

If you're thinking about improving your plant's shredding process, here's some helpful information regarding [optimizing shredding consistency and quality of fully cooked chilled meat and poultry products](#) to deliver safe, high quality, consistent results. While raw material selection, non-meat ingredients and solid production processes (injection and tumbling, thermal processing & size reduction) are the keys to success, it's important to note that to achieve optimal shredding at cold temperatures, one must provide appropriate conditions (time and temperature) for complete breakdown of connective tissue protein.

To learn more, [visit Marlen's website](#).



DEPARTMENT SPOTLIGHT

Friesen's Production Team



Left to Right: Tom Dallman, (Plant Operations Manager), Bucky Haynes (Fab/Weld Lead), Sarah Tiggelaar (Machining/Router Lead), Bryce Yokom (Director of Controls), Ward Luneburg (Assembly/Palletizing Lead)

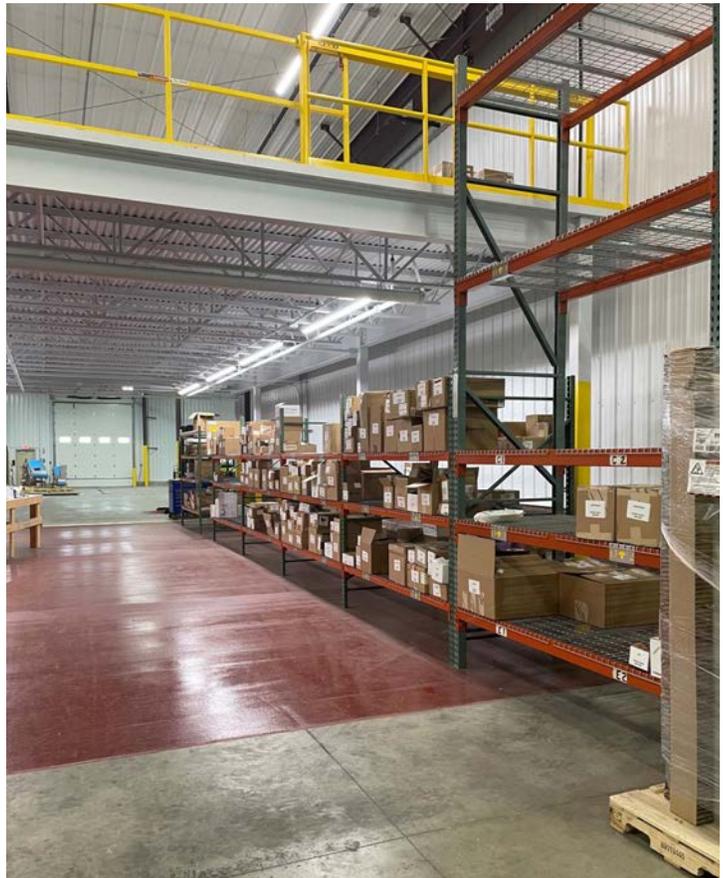
DL: Friesen's Production Team is well respected in the industry and considered a model for other companies to follow. Can you speak to some of the key criteria that have allowed your team to produce high quality equipment for our valued customers?

Tom Dallman: The first criteria is striving for perfection, this is built into the DNA of the Friesen's team. There is a huge amount of pride from the production group in the products they build, relative to quality. The experienced workers at Friesen's have built a culture where they do not accept poor quality from their internal or external suppliers and will not pass on poor quality to the customer. Another criteria is never being satisfied, we are trying to get better every day. At Friesen's, our goal is to be the best in the industry at what we do. We don't want to follow the pack and do what everyone else is doing, we want to differentiate

ourselves through quality and innovation.

DL: You are new to Friesen's, can you tell us a little about your work history and your plans at Friesen's?

Tom Dallman: I have 27 years of experience in manufacturing with a 50/50 split between direct operation leadership roles and support roles in Manufacturing Engineering, Lean and Six Sigma. Through the years I have focused on four core values, Safety, Quality, Continuous Improvement and Respect. I believe if you make your team successful in these four areas, your business will be successful. My plan at Friesen's is to learn the business and industry quickly and to take my experience and do everything I can to help make a strong, successful business even better than it is today. My goal has always been to be # 1 in the industry, and that goal will continue.

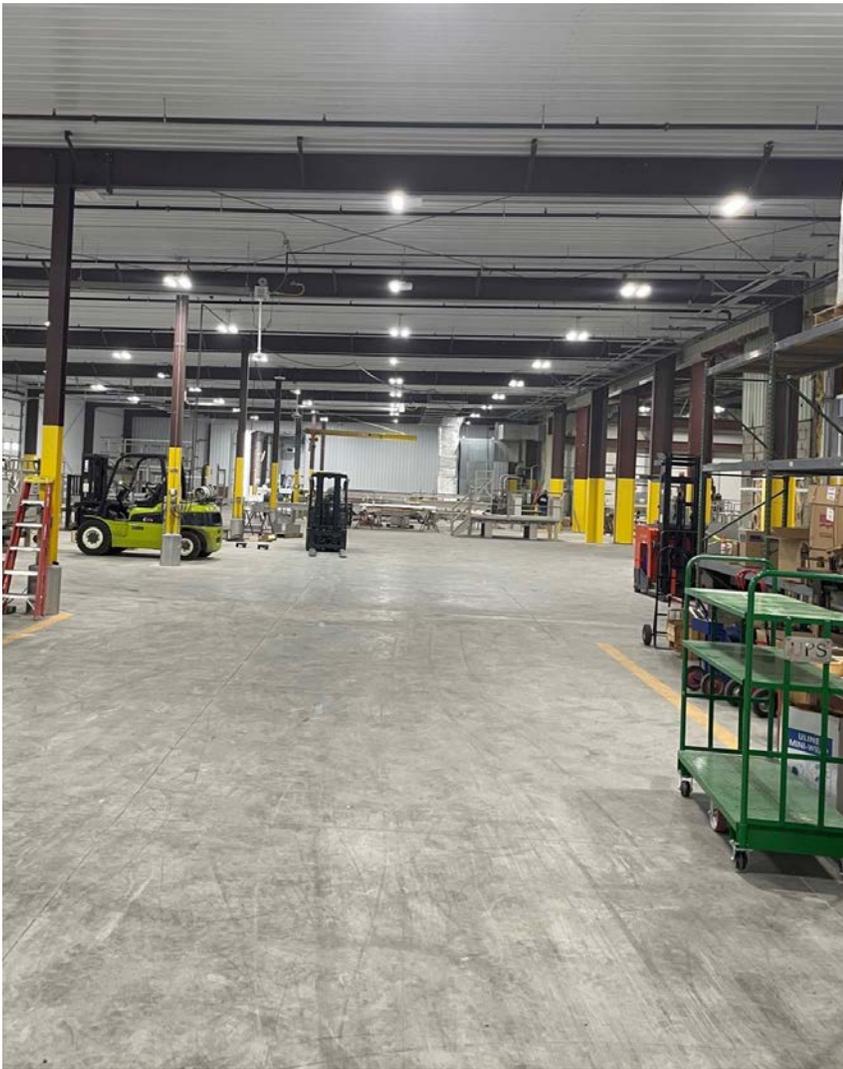


DL: During these times with challenging on-time supply chain deliveries, can you talk to how we are executing and doing our best to meet delivery dates with our customers?

Tom Dallman: We are having daily reviews internal to our Friesen's team to watch our purchased component delivery status on all projects. We are being as proactive as possible, trying to catch issues before they cause us an outage and either find a different supplier for the same part or we redesign our product to handle a different component. In some cases, this causes increased cost for the part, extra labor on the floor and extra time in engineering. In some cases when we know there is an upcoming shortage for specific parts, we have increased our in house inventory or secured inventory at the supplier in order to not short our customers. We do our best to hold our ship dates to the customer.

DL: Friesen's has just completed a factory expansion. How did this effect your group? What does this mean to our customers?

Tom Dallman: The expansion has allowed us to setup large systems, running and testing them as they would be in the final state. Prior to the expansion, this was very difficult, if not impossible as we didn't have the physical space available to setup lines in this manner. This has improved our safety and quality as we don't have to work in tight spaces and we can see



how the entire systems work together. Ultimately, this is a benefit to the customer as we can test and adjust the entire system, saving time when it's implemented on their plant floor.

DL: We have also been investing in equipment like the HELIX flight making machine and the new Edgebreaker 3000 deburrer. Can you speak to how this will help improve quality, costs, and efficiency?

Tom Dallman: The Helix machine will improve our quality and efficiency because, in general, the Helix machine will make better quality parts than our current suppliers we will be able to control our own part quality in house. Today we spend a great deal of time creating the fit and function we

need due to the poor quality and fit up of our purchased flighting. The Edgebreaker will give us consistent edge quality on every part compared to the hand grinding we do today, we believe this will give us an edge quality and consistency that will be the best in the industry. Due to the labor time this machine will save us, we will be able to cut our grind staff in half and move them to other jobs within the plant.

DL: Tom, thanks for all that you and your team do for Friesen's. Do you have any thoughts for the future of your group?

Tom Dallman: I believe in empowerment and accountability and these are two areas we'll continue to expand. Empowering Leads to make decisions will speed progress through the plant and accountability will help ensure that we are making the right decisions for the good of the company.

A COMMITMENT
TO EXCELLENCE

EDGEBREAKER 3000

Detroit Lakes, MN - Previous to the installation of our new Edge Breaker 3000, we were hand deburring all edges of our laser cut components including the frames. In January of 2022, Friesen's will take delivery of a new automatic deburring machine that will translate into uniform finishing of our equipment, better quality, and a lower cost to our customer. There no longer will be a concern for sharp edges from laser cut stainless steel. This quality improvement adds no cost to our customers and actually improves both time and efficiency through automation. Friesen's has additionally taken the time and effort through testing to confirm we can also automatically debur small components as indicated in the photo below. Friesen's is the top of the line in system solutions and equipment production. This type of technology pushed Friesen's to the top.



DEBURRING

The burr can vary when punching or laser cutting your materials. Burrs created via laser cutting and punching adhere to the material in various strengths. Therefore finding a comprehensive deburring solution is crucial.

EDGE ROUNDING

A good edge rounding result is characterized by removing the sharpness on the edges or your laser-cut or punched materials. This prevents injuries that may be caused by handling the material, while simultaneously improving downstream processing. Furthermore, a radius at the edge of the materials also improves paint adhesion.



SURFACE FINISH

Punched and laser-cut parts often require high demands on the surface. A beautiful surface is a pleasant side effect of the deburring process. In some cases, a specific type of surface finish could be necessary.

TEAM BUILDING TUG-OF-WAR

The Tug-of-War competition was kicked off by a great BBQ cookout for the entire company. A total of 8 teams participated, all in hopes of taking home the first place spot and trophy! The team that came out on top was Bucky's Buddies, led by their fearless welding leader, Bucky!



Bucky's Buddies –Tug-of-War Champions: Elliott S., Tory H., Troy W., Anna R., Bucky H.



SUMMER SALES MEETING

June - Detroit Lakes, MN - At our summer sales meeting, the team participates in a trust exercise of blindly assembling ice cream Sundaes with only verbal directions. The concept was to trust the guidance of team members to achieve success. Obviously, the team was successful.



FRIESEN'S FUN

Ladies Night

Detroit Lakes, MN - "THANK YOU" to Grandflower Farm for an incredible night hosting the lovely Friesen's Ladies. Our bouquets are full of your beautiful flowers and a few sleeping bees (if only the flowers could laugh!) Shout out to Josh and Crew at Spanky's Stone Hearth for the delicious food and Sangria! Not only are these ladies either employees or spouses of employees, but they are definitely part of our TEAM!



NEW HIRES

welcome to the TEAM!



Tom joins the Friesen's team with 27 years of experience in manufacturing with an even split between direct operations and support functions. He's been practicing Lean Manufacturing for 18 years and it's one of his core values, along with Safety, Quality, and Respect. He's excited about the passion the Friesen's have for their business, products, and customers, and is dedicated to continuous improvement.



Tom enjoys fishing, hunting, training hunting dogs, riding motorcycle, and traveling with his wife, Julie. They have 3 children, and 3 grandchildren.

Tom Dallman
PLANT OPERATIONS MANAGER

welcome to the TEAM!



Alexi recently graduated from Bemidji State University with a business degree and moved to the Detroit Lakes area. She was looking to find a job that was going to feel like a big family where she could use what she's learned in school on a daily basis. Friesen's has been a great fit.

In her free time, Alexi loves to fish, golf, bake, cook, and travel to new places. She spent 2.5 months backpacking around Europe where she visited 19 countries and 32 cities; with her favorite place being St. Petersburg, Russia. She hopes to return to explore the city more.



Alexi Cheveldayoff
ADMINISTRATIVE ASSISTANT

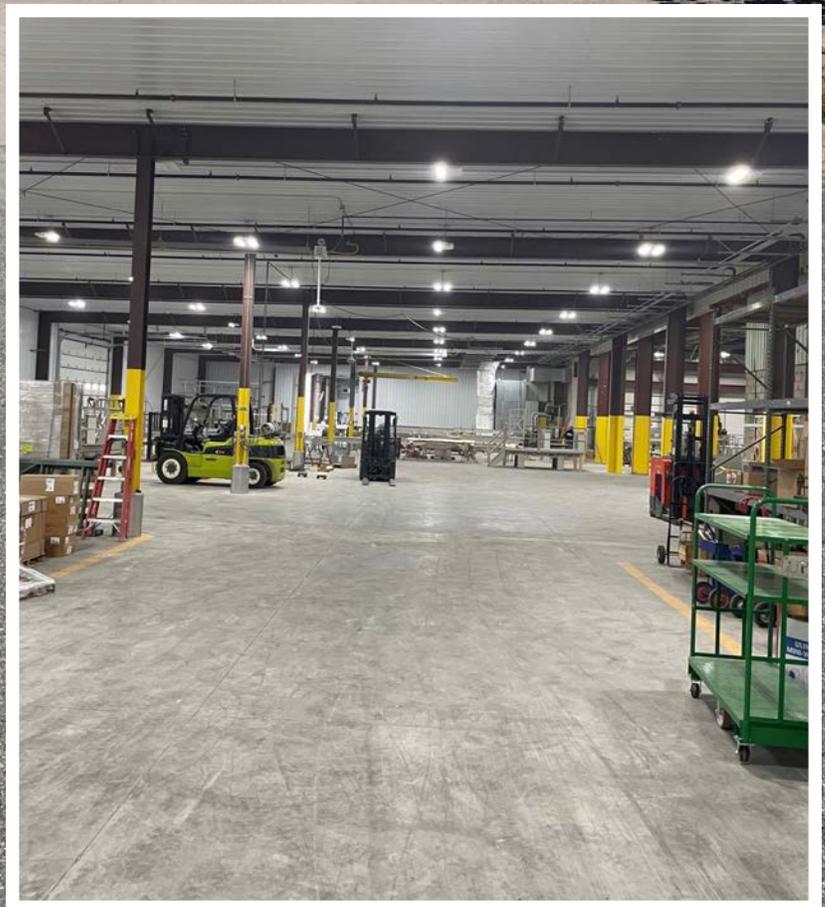
JUST FOR FUN

Check out our one and only Ward Luneburg

Proof that he's tall, even without heels!



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Emerson's Rosemount CT4215 Packaging Leak Detection System

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Come See Us in Chicago Nov 2-5! Friesen's Will Be Featured On The Booths of Some Of Our Best Partners!



Process Expo 2021 / McCormick Center / Chicago



Booth # 11023



Booth #22059



Booth # 19047

Please Join Us!

Join us at the following trade shows where Friesen's Sales Professionals will be on location.

November 2-5, 2021 – Process Expo – Chicago, IL

January 25-27, 2022 – International Production and Processing Expo – Atlanta, GA

February 16-19, 2022 – National Turkey Federation – Tampa, FL

UPCOMING
SHOWS

PRECISION IN-MOTION WEIGHING



PROTEIN



BEVERAGES



BAKERY



SNACK FOODS



VEGETABLES



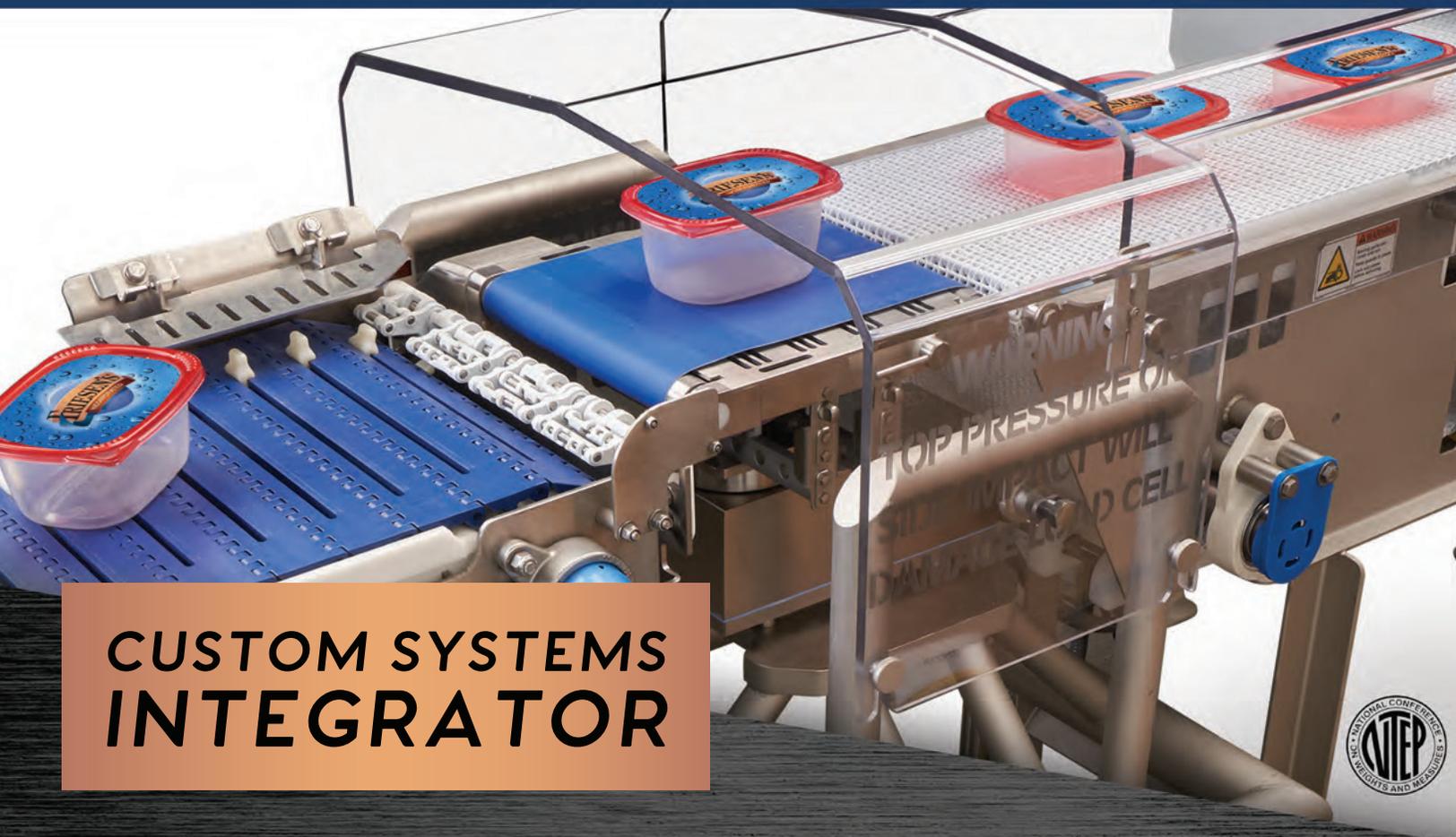
CHEMICAL



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CUSTOM SYSTEMS INTEGRATOR

- Solid Stainless Steel Hygienic Construction
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Sales sales@friesensinc.com Web friesensinc.com

Friesen's Inc. 1389 Cormorant Ave. Detroit Lakes, MN 56501

HELIX FLIGHT

Detroit Lakes, MN – Before Friesen's implemented the new Helix flight making machine, Friesen's depended on hand welding and outsourced flight building of our augers and screw conveyors. The art and craftsmanship of our production team in these endeavors are respected. With that said, this cutting edge equipment is unique in that it's one of the first of its kind in North America offering more consistent quality, reliability, and at the same time, reducing variations in the flight execution. The match-ups are greatly improved while reducing labor in the welding and grinding process. This will help our business grow as our talented production team can focus on other areas of the factory.



SUMMER APPRECIATION

Summer 2021 – Friesen’s Summer Appreciation Party was held at a golf outing event in Detroit Lakes, MN. All employees and spouses were encouraged to dress in Hawaiian clothes while participating in a golf scramble. The event also included a great giveaway event in which wrapped presents are strategically traded in groups to win. Everyone was a winner as the groups worked together in strategy and execution. The most valuable asset at Friesen’s is our employees and what a great group of people to call our friends and family.



WORK HARD
PLAY HARD

MEAT PROCESSORS EXPO

June - Oklahoma City, OK - Friesen's attended the American Association of Meat Processors to support the organization and our customers. Many top vendors were on site to promote technology for automation, processing, and packaging for the meat processing industry.



PACK EXPO (PMMI)

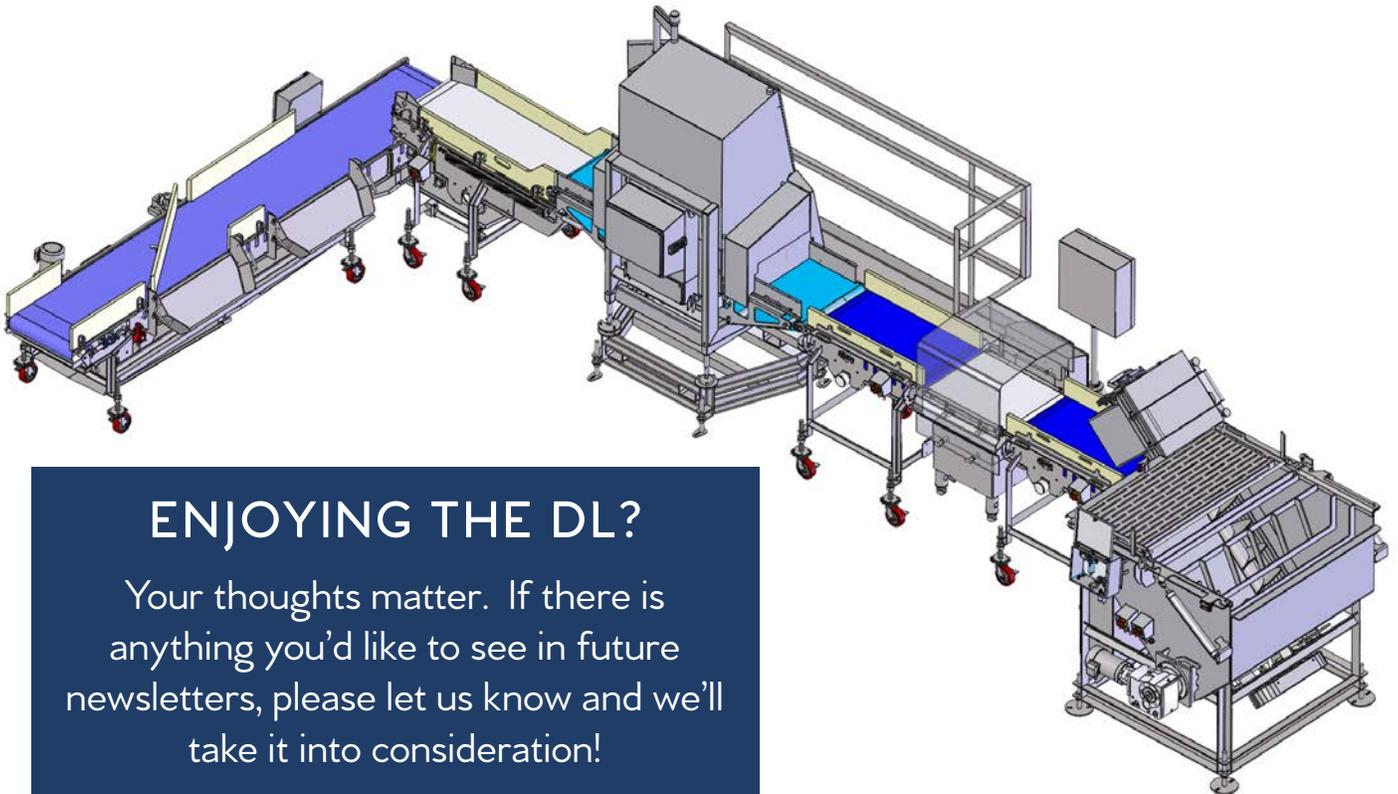
September - Las Vegas, NV - Friesen's attended Pack Expo (PMMI) and presented with Actionpaq to illustrate Friesen's superior build and the execution of One Motion motors. The show gained promising notoriety and many customers stated the utilization of this technology as one of the biggest takeaways from the entire Pack Expo. Friesen's had many customer meetings and dinners to strengthen our relationships with our valuable customers as well as building relationships with important prospects as we grow our business.



as well as building relationships with important prospects as we grow our business.

BE ON THE LOOKOUT....

Watch for information on Friesen's sorting systems in our next newsletter!



ENJOYING THE DL?

Your thoughts matter. If there is anything you'd like to see in future newsletters, please let us know and we'll take it into consideration!

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